

Message Text

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65-61

ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 DODE-00 EB-07 NSAE-00 TRSE-00

ERDA-05 CIAE-00 MC-02 /027 R

66608

DRAFTED BY: PPD/OEA/BEWT: EPWALINSKY, DIR.-CGSEASWORD:BAW

APPROVED BY: EB/EWT: JMGREGORY, JR.

OEA; EKRTZER (DRAFT) S&EE DIV

----- 129308

R 031630Z MAR 75

FM SECSTATE WASHDC

TO USMISSION OECD PARIS

C O N F I D E N T I A L STATE 046867

E.O. 11652: N/A

TAGS: ESTC, COCOM, BE, BU

SUBJECT: BELGIUM AUTOMATIC DATA PROCESSING MACHINES TO BULGARIA -

IL 1565

REF: A. OECD PARIS 03106

B. COCOM DOC (74)2085

EXCON

USDEL MAY USE THE FOLLOWING IN ANSWER TO BELGIUM EXPRESSION OF
REGRET (REF A) RE US ACTION IN OBJECTING TO BELGIAN EXCEPTION
REQUEST RE THE 2312/A01 DISC STORAGE UNIT AND 2314/A01 DISC STORAGE
CONTROL UNITS TO BULGARIA (REF B).

1. THE UNITED STATES AUTHORITIES BELIEVE THE STRATEGIC
SIGNIFICANCE OF THESE DISC STORAGE UNITS SHOULD BE MEASURED
AGAINST THE STATE OF EAST EUROPEAN TECHNOLOGY, DEVELOPMENT
AND PRODUCTION CAPABILITIES IN THE COMPUTER FIELD RATHER
THAN AGAINST THE STATE-OF-THE-ART IN THE US OR WESTERN EUROPE.
ALTHOUGH BULGARIA IS UNDERSTOOD TO HAVE PROTOTYPE AND POSSIBLY
LIMITED PRODUCTION OF DRIVES SIMILAR TO THE IBM 2311, IT IS
NOT YET KNOWN BY U.S. AUTHORITIES WHETHER THIS DRIVE (ES 5052)

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IS IN SERIAL PRODUCTION. WE BELIEVE THE ACQUISITION OF THE

2312 AND 2314 UNITS IN OEM QUANTITIES WOULD RELIEVE A CURRENT DEFICIENCY IN THE BLOC'S COMPUTER SITUATION. THE UNITED STATES LICENSING AUTHORITIES HAVE BEEN MORE LIBERAL IN REGARD TO EXPORTS OF THE TYPE 2311 BECAUSE ITS LEVEL APPROXIMATES THE CURRENT MAXIMUM LEVEL OF BLOC DEVELOPMENT AND PRODUCTION OF DISC UNITS.

2. TYPE 2312 AND 2314 UNITS AND THEIR EQUIVALENTS HAVE BEEN APPROVED FOR EXPORT TO EASTERN EUROPE ONLY FOR USE WITH US-ORIGIN OR WESTERN-BUILT COMPUTERS, OR WITH EAST EUROPEAN-PRODUCED COMPUTERS BASED ON WESTERN TECHNOLOGY AND DESIGNS. IN THOSE TRANSACTIONS, THE US OR THE EXPORTING COCOM MEMBER COUNTRY KNEW IN ADVANCE THE IDENTITY OF THE ULTIMATE END-USER, THE NATURE OF THE END-USE, AND THE LOCATION OF THE INSTALLATION.

3. ALTHOUGH THE BULGARIANS WOULD NOT LIKELY OBTAIN SUBSTANTIAL PRODUCTION KNOW-HOW FROM THE TESTING AND EVALUATION OF THE US-ORIGIN 2312 AND 2314 UNITS, THEY WOULD HOWEVER, LEARN MORE ABOUT UNITED STATES PERIPHERAL DESIGN, UTILIZATION AND PERFORMANCE.

4. THE UNITED STATES AUTHORITIES BELIEVE A DIFFERENTIATION SHOULD BE MADE BETWEEN THE TYPES OF EAST EUROPEAN-BUILT COMPUTERS AND THE SPECIFIC DESTINATIONS BETWEEN THIS AND PREVIOUSLY APPROVED TRANSACTIONS. THE RYAD COMPUTERS REPRESENT A FAMILY OF SOVIET-DESIGNED COMPUTERS. ON THE OTHER HAND, THE FELIX IS A ROMANIAN-BUILT COMPUTER BASED ON THE FRENCH CII DESIGN; AND THE ODRA IS A POLISH-BUILT COMPUTER WHICH IS UNDERSTOOD TO EMULATE THE ICL (UK) 1900 SERIES COMPUTER. UNITED STATES LICENSING AUTHORITIES HAVE DENIED DISC STORAGE UNITS EQUIVALENT TO THE 2312'S AND 2314'S FOR EXPORT TO EAST GERMANY FOR TESTING AND EVALUATING THE TECHNICAL FEASIBILITY OF INTERFACING THEM WITH THE EAST GERMAN-BUILT ROBOTRON ES1040 (I.E. RYAD SERIES) COMPUTER.

5. IT IS FOR THESE REASONS THAT THE UNITED STATES AUTHORITIES OBJECTED TO THE EXPORT OF THE 2312 AND 2314 UNITS, EVEN THOUGH RECOGNIZING THAT THE COST OF THESE US-ORIGIN ITEMS AMOUNTS TO ONLY \$470 OF THE OVERALL VALUE OF \$86,248 FOR THE

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TRANSACTION.

FYI: WE BELIEVE IT IS PREMATURE AT THIS TIME TO CONSIDER APPROVAL OF 2312'S AND 2314'S TO EASTERN EUROPE FOR EITHER TESTING/EVALUATION OR FOR OEM USES. DESPITE DISCLAIMERS, APPROVAL OF THE SUBJECT UNITS TO BULGARIA FOR TESTING FEASIBILITY WOULD BE CONSTRUED AS OUR WILLINGNESS TO APPROVE OEM QUANTITIES LATER. HAVING, UP TO THIS TIME, DRAWN A ROUGH LINE AT THE LEVEL OF THE 2311 DISC STORAGE

UNIT, WE BELIEVE IT DESIRABLE TO WAIT UNTIL AFTER THE CURRENT
COCOM LIST REVIEW ON COMPUTERS IS COMPLETED. APPROVAL OF THE
SUBJECT BELGIAN TRANSACTION MIGHT PREJUDICE THOSE NEGOTIATIONS.
ON THE OTHER HAND, WE SHALL CONTINUE TO ASSESS ON A CASE-BY-
CASE BASIS APPLICATIONS FOR 2312'S AND 2314'S FOR USE WITH
INDIVIDUAL EAST EUROPEAN-BUILT COMPUTERS ALREADY IN EXISTENCE
AND ALREADY INSTALLED FOR IDENTIFIED PEACEFUL PURPOSES. END FYI

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: DATA PROCESSING EQUIPMENT, EXCEPTIONS LIST, STRATEGIC TRADE CONTROLS
Control Number: n/a
Copy: SINGLE
Draft Date: 03 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GarlanWA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE046867
Document Source: CORE
Document Unique ID: 00
Drafter: CGSEASWORD:BAW
Enclosure: DG ALTERED
Executive Order: GS
Errors: N/A
Film Number: D750074-0697
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750388/aaaadbiz.tel
Line Count: 124
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75 OECD PARIS 03106
Review Action: RELEASED, APPROVED
Review Authority: GarlanWA
Review Comment: n/a
Review Content Flags:
Review Date: 13 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 MAY 2003 by ElyME>; APPROVED <19 JUN 2003 by GarlanWA>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BELGIUM AUTOMATIC DATA PROCESSING MACHINES TO BULGARIA - IL 1565
TAGS: ESTC, BE, BU, COCOM
To: OECD PARIS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006